

## Message Text

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41

ACTION AF-08

INFO OCT-01 ISO-00 ONY-00 /009 W  
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R 081600Z NOV 76

FM AMEMBASSY YAOUNDE

TO SECSTATE WASHDC 152

C O N F I D E N T I A L YAOUNDE 4263

STADIS////////////////////////////////////

E.O. 11652: GDS

TAGS: BTRA, MASS, CM

SUBJECT: VISIT OF BOEING REP

STATE 267348

1. STEPHANSKY VISITED YAOUNDE FOR FOLLOW UP MEETINGS WITH GENERAL SEMEGUE, TECH ADVISOR IN PRIME MINISTER'S OFFICE, AND AIR FORCE COMMANDER CAPT YAKANA, 1 THROUGH 5 NOVEMBER. MEETING AT PRIME MINISTER'S OFFICE WAS SALES BRIEFING ON PM'S ADVISOR. MEETING WITH SEMEGUE RESULTED IN REQUEST FOR A PRO FORMA FOR TWO OR THREE HELICOPTERS, SPARE PARTS, TRAINING (AT BOEING VERTOL, ETC. PRO FORMA IS TO BE DATED FOR 1 JULY 1977.
2. CONCERNING FINANCING, STEPHANSKY QUOTED EX-IM LOAN OFFICER AS SAYING THAT EX-IM WOULD CONSIDER FINANCING IF EMBASSY CERTIFIED USE OF HELICOPTERS FOR DEVELOPMENT PURPOSES. HE ALSO INDICATED THAT BOEING HAS FOUND COMMERCIAL BANK WILLING TO PARTICIPATE IN FINANCING WITH EX-IM. FINANCING WOULD BE FOR 7 TO 9 YEARS AT INTEREST RATE OF APPROXIMATELY 9 PERCENT. ONE TO ONE AND A HALF YEAR LAG FOR DELIVERY WOULD BE DEFACTO GRACE PERIOD.
3. CAPTAIN YAKANA INDICATED THAT GURC AIR FORCE AT PRESENT HAD THREE PILOTS WHO COULD FLY THE HELICOPTERS WITH MINIMAL TRAINING. IN PACKAGE THEY WANT TRAINING FOR TEN PILOTS AND TWENTY TECHNICIANS. HE INDICATED HELICOPTERS WOULD BE BASED IN DOUALA. TO BEST OUR  
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KNOWLEDGE, STEPHANSKY DID NOT CITE TOTAL FIGURE FOR PACKAGE,

BUT INDICATED THEY WOULD TRY HAVE PRO FORMA FOR GURC BY END OF  
YEAR. ACCORDING OUR INFO, HELICOPTERS WILL BE CIVILIAN CONFIGURATION

4. DEVELOPMENTAL USAGE CAPABILITY OF HELICOPTERS COULD BE EASILY  
ESTABLISHED, BUT THE BIRDS WILL BE UNDER AIR FORCE CONTROL AND  
NO DOUBT WITH AIR FORCE MARKINGS. WOULD APPRECIATE STATE  
ASCERTAINING IF FACT OF AIR FORCE CONTROL WOULD HAVE ADVERSE  
EFFECT EX-IM LOAN CONSIDERATION. BELIEVE EX-IM FINANCING VITAL IN-  
SURE OUR LANDING THIS 15-20 MILLION DOLLAR CONTRACT.  
SPIRO

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NNN

## Message Attributes

**Automatic DecapTIONing:** Z  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** FINANCE, AIRCRAFT SALES, HELICOPTERS, MEETINGS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 08 NOV 1976  
**DecapTION Date:** 28 MAY 2004  
**DecapTION Note:** 25 YEAR REVIEW  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** buchant0  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976YAOUND04263  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** N/A  
**Film Number:** D760416-0236  
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**Office:** ACTION AF  
**Original Classification:** CONFIDENTIAL  
**Original Handling Restrictions:** ONLY  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** CONFIDENTIAL  
**Previous Handling Restrictions:** ONLY  
**Reference:** n/a  
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**Review Authority:** buchant0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 23 JUN 2004  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** VISIT OF BOEING REP STATE 267348  
**TAGS:** BTRA, MASS, CM, (STEPHANSKY)  
**To:** STATE  
**Type:** TE  
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